

Insurance

BUSINESS AMERICA

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These 100 men and women are changing the course of the American insurance industry

CYBER'S NEWEST THREAT

Are insurers prepared for the possibility of an aggregated outage?

INNOVATION AT LLOYD'S

How the centuries-old insurer is staying on the cutting edge

AT YOUR SERVICE

Exploring the unlimited potential of the hospitality sector

SPECIAL REPORT

Insurance Business America

HOT
100
2018

Discover the 100 insurance professionals who are turning up the heat, challenging the status quo and redefining the insurance industry

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HEADING INTO 2018, the insurance industry is leaving behind a year of tragedies and victories – the country entered a new presidential administration and experienced history-making natural disasters, along with other national and global calamities that have disrupted industries of all shapes and sizes. Yet, despite ever-changing policies and economic conditions, the industry remains strong and steady.

In its fifth year, *IBA's* Hot 100 list pulls together insurance professionals who stood above the crowd in the past 12 months. You will meet the head of the rare entirely female-run insurance firm; you'll be introduced to executives who are championing diversity and inclusion initiatives, as well as a CEO who was instrumental in his company earning its own day in his state.

From a pool of hundreds of nominations, *IBA* narrowed the list to these 100 professionals. From industry tycoons and fresh new talent to innovators and entrepreneurs, they are a true reflection today's evolving insurance industry.



KENDALL McEACHERN

CEO

ACENTRIA INSURANCE

Kendall McEachern has grown Acentria Insurance from 25 employees, one location and \$5 million in revenue to more than 26 locations and a projected \$32 million in revenue for 2017.

McEachern has been instrumental in developing board trainings for multi-family condo boards, property managers and apartment communities. These trainings include coverages, drone policies to protect all parties involved, responsibilities/roles of board members and ways to avoid troublesome issues that could result in legal action. McEachern also works with his apartment-community and multi-family clients to develop master schedules to attract additional revenue, tapping into his agency's marketing resources to develop co-branded promotional materials.

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